

Why recruit NOW?

Oh my heavens, Ladies! This is the best time of the year to bring in new Consultants!! Why? It's all about THEM-not YOU!!! When you offer this business to family or friends, you are giving them an incredibly yummy gift that can truly make dreams come true!!! OK, so if your dreams haven't come true....YET!!! Then maybe you aren't asking enough women to join or you are just getting out of MK what you have put into it. BUT rest-assured that your DREAMS can come true if you really want them to!

So let's talk about them...

- Recession, down-turn in economy, unsure of job security for themselves and their husbands or they are already out of a job. Could use some extra money for the household or alot of money to replace their corporate job that just canned her.
- Holidays are here and everyone enjoys shopping for loved ones--this is truly the gift season! Many are buying items just like the ones we sell so personal holiday shopping can be done at 50% off and you could sell enough to pay CASH for CHRISTMAS!
- Busy, fast-paced, hassles lifestyle--too much to do, too little time. Mothers are dying to work from their home to be with their family more. To have more time to keep their home organized so that life wouldn't feel so rushed. Women are needing more personal shoppers to help them get through the day and their to-do list.
- End of year. Oh no, need some last minute of tax advantages like a home-based business.
- Too many families have too much debt!! With \$200 in weekly sales, a woman could easily supplement her current income and pay off a \$10,000 debit with 12% interest in just over 3 years!!! What is she doing now to get out of debt? Sell \$200 a week is simple-that's only one appointment or a few phone calls!!

How to set up the interview-

Paint a picture for her of how MK could fit into her life right now. With on-the-go samples, holiday coffees, corporate sales and 12 Days of Christmas sets to husbands...she could easily make an extra \$1000 over these next 7 weeks.

"Hi ____ This is Julie. I could really use your help. I am desperately looking for a few women to help me with Holiday sales this year. How do you know that could use some extra money?" pause "what about you? I have always thought you'd be good because.....". Could we sit down over coffee and cover some of the facts and figures of how MK could work out for you. It may not be for you at all--but what do have to lose to just listen? When's the best time to meet-day or night?"

Key point--if you have to wait more than a week to meet her than do a 3-way interview with your Director--great training for you and info for her quickly. If you start planting the seeds and then wait too long then she will scare herself out of it without giving her the truths about MK.

Jewels-every facial, client and friend should get a Chocolate Survey with a Simply Irresistible Choc Bag!! Set your goal to hand out and follow-up with 5 a week!!

REMEMBER THAT RECRUITING ISN'T ABOUT WHAT SHE IS GOING TO DO FOR YOU---RED JACKET, RED CAR OR PLUM SUIT!! IT'S ABOUT HOW MK CAN ENRICH HER LIFE---LIKE IT HAS YOURS!!!!

I HONESTLY BELIEVE THAT EVERYONE WOMEN IN MK-THE WORLD-SHOULD TRY MARYKAY FOR ONE YEAR!!! THE TRAINING ON LIFE, FAITH AND FAMILY IS WORTH THE \$100 INVESTMENT!!!!!!!!!! WHAT ARE YOU WAITING FOR...CALL 3 FRIENDS/CLIENTS RIGHT NOW AND SEE WHAT THEY SAY. THEY JUST MIGHT SURPRISE YOU!!!!!!